

REMARKS

Claims 3, 4 and 6-9 have been amended. Claims 1-49 are pending, with claims 10-49 being withdrawn as directed to a non-elected invention. Reexamination and reconsideration of the application, as amended, are respectfully requested.

The title of the invention has been amended in accordance with the Examiner's suggestion to recite "SALES ACTIVITY SUPPORT SYSTEM FOR CREATING ACTIVITY PLAN BASED ON ACTION PATTERN". It is respectfully submitted that the amended title is clearly indicative of the invention to which the claims are directed.

Claims 3-4 and 6 were rejected under 35 U.S.C. 112, first paragraph, as containing subject matter which was not adequately described in the specification. The Examiner stated:

Regarding Claims 3 and 4, activity plan creation unit selects an appropriate action pattern from the action plan storage unit and corrects the activity plan as claimed. Without this disclosure one skilled in the art would be unable to practice the invention without undue experimentation.

The examiner interpreted the claim to read that the activity plan creation unit selects an action pattern from the action plan storage unit and corrects the activity plan for the purposes of examination. . . .

Regarding Claim 6, the disclosure fails to state or teach one of ordinary skill in the art the how to "notifies concerned people whether a visit to a client on the visiting date itself or on a later date, based on a sales activity experience and know-how of a sales person" as claimed. Without this disclosure one skilled in the art would be unable to practice the invention without undue experimentation.

The examiner interpreted the claim to read that the system notifies concerned people whether a visit to a client on the visiting date itself or on a later date for the purposes of examination.

Claims 3-4 and 6 have been amended. It is respectfully submitted that claims 3-4 and 6, as amended, are in compliance with the requirements of 35 U.S.C. 112, first paragraph. Support for the amended claims can be found throughout the application as originally filed. See, for example, paragraphs 0146-0153 of the published application (publication no. 20040039624).

Claims 1-9 were rejected under 35 U.S.C. 102(e) as being anticipated by Thompson USP 7,216,087. Claims 7-9 were rejected under 35 U.S.C. 102(b) as being anticipated by Johnson USP 6,067,525. These rejections are respectfully traversed.

The claims are directed to a sales activity support system comprising a number of elements in combination. In claim 1, for example, the claimed combination includes a client information storage unit, an action pattern storage unit, a contact information storage unit and an activity plan creation unit. The claimed action pattern storage unit stores an action pattern made up of a work objective and a performance time obtained by analyzing sales activity of a high performance salesperson. The activity plan creation unit creates an activity plan for each business deal based on an action pattern selected from the action pattern storage unit in accordance with the business deal information stored in the client information storage unit, and notifies the created activity plan to the concerned people registered in the contact information storage unit.

In other words, the system recited in claim 1 defines a combination in which the sales activity of a high performance salesperson is analyzed. A work objective and a performance time are obtained by that analysis. An action pattern is obtained based on the work objective and the performance time. The action pattern is stored in the action pattern storage unit. Based on an action pattern selected from the action pattern storage unit in accordance with the business deal information stored in the client information storage unit, the activity plan creation unit creates an activity plan for each business deal. Concerned people registered in the contact information storage unit are notified accordingly.

A similar combination is neither disclosed nor suggested in Thompson. Thompson fails to disclose or suggest a combination in which the sales activity of a high performance salesperson is analyzed. Thompson fails to disclose or suggest a combination in which a work objective and a performance time are obtained by such analysis. Thompson fails to disclose or suggest a combination in which an action pattern is obtained based on such work objective and performance time. Thompson fails to disclose or suggest a combination in which such an action pattern is stored in an action pattern storage unit. In short, Thompson fails to disclose or suggest a combination

including “an action pattern storage unit which stores an action pattern ... obtained by analyzing a sales activity of a high performance salesperson.”

Moreover, Thompson fails to disclose or suggest a combination in which an action pattern is selected from action patterns in accordance with business deal information. Thompson fails to disclose or suggest “an activity plan creation unit which creates an activity plan for each business deal based on an action pattern selected from said action pattern storage unit in accordance with the business deal information stored in said client information storage unit ...”.

The fundamental deficiencies of Thompson are not compensated by Johnson. Johnson also fails to disclose or suggest a combination in which sales activity of a high performance salesperson is analyzed or in which an action pattern is selected from action patterns in accordance with business deal information.

In summary, there is no teaching or suggestion in either Thompson or Johnson of a combination of elements including an "action pattern storage means for storing an action pattern ... obtained by analyzing a sales activity of a high performance salesperson" and/or “activity plan creation means for creating an activity plan for each business deal based on the work objective and performance time included in an action pattern selected from said action pattern storage means in accordance with the business deal information ...”.


In view of the above, each of the presently pending claims in this application is believed to be in immediate condition for allowance. Accordingly, the Examiner is respectfully requested to withdraw the outstanding rejection of the claims and to pass this application to issue. If it is determined that a telephone conference would expedite the prosecution of this application, the Examiner is invited to telephone the undersigned at the number given below.

In the event the U.S. Patent and Trademark Office determines that an extension and/or other relief is required, applicant petitions for any required relief including extensions of time and authorizes the Commissioner to charge the cost of such petitions and/or other fees due in connection

with the filing of this document to Deposit Account No. 03-1952 referencing docket no.
116692004000.

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Respectfully submitted,

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